

It would help the people that are selling their homes for the first time and have never had this type of transaction before. You remember yesterday I handed out the article by Chris Olson of the Omaha World-Herald and he quoted the Federal Trade Commission's study that they did when they queried 350 buyers, 350 sellers and 150 real estate firms. Now today I have circled this part of what their survey found. Half of the sellers thought commissions paid to brokers are nonnegotiable and set by a state regulatory agency or local real estate board. And then the article goes on and says, fact, commission rates are negotiable for any home sale. Incidentally, you may be interested in knowing, colleagues, that when it comes to your constituents selling their home, real estate agents don't usually negotiate those fees, even if the person were informed enough to ask them if they would lower it. But they do negotiate it for commercial property. Again, we'll do a great deal more for big business than we will for the ordinary average citizen that we're having business conducted with. So I won't belabor this bill. I do want to say this. You won't hurt my feelings today. Yesterday when only four other senators supported this bill you didn't hurt Marge Higgins. It is your constituents that I am asking you to help. I'll share with any of you that want to come to my office the letters of complaints I've received about some realtors and agents and I want to stress again, the Banking Committee did a survey in 1985 of real estate brokers across the state and it was again the Omaha realtors that were opposed to the bill I introduced in 1985, the Real Estate Consumers Protection Act. Lincoln realtors, more than 50 percent, said we don't find anything wrong with telling the public what is going on and when you get out of Lincoln and you go outstate, even a greater percentage, more than 60 or 65 percent said we think it's a good bill. Some realtors even wrote in to me and said here is a couple of other things we think you ought to throw in because sometimes we forget to tell the people this. So if you vote for this bill you're not going to be offending all those realtors in your district. Even if they have been told by the Nebraska Realtors Association, call your senator, remember, they are only one constituent. You've got 30 to 33,000 people you are supposed to be representing. We have to forget about the special interests. We have to think about the people. I'm hoping today that I will be able to reach more than four of you and you will say, yes, because the public is not well informed, because some realtors, predominantly in Omaha, and I have to tell you that Maenner Real Estate in Omaha, in 1985 when I had the original Consumers Real Estate Protection Act, they sent a telegram to every senator on the floor saying,